E E E

### FOREIGNERS SEEK AMERICAN WARES

Buyers in Numerous Countries State Their Wants to Commerce Department.

INDIA ASKS FOR AGENCIES

France Needs Bathtubs and Other Goods-Machinery

gathered by the Department of Commerce is given below. Detailed information may be obtained by American

HERALD's serial number, due to the in-tricacles of compilation, differs from This paper does not furnish credit ratings of assume any responsibility as to the financial status of business men or the financial status of business men or firms abroad. Those desiring United

States goods and what they want her: 2040. An agency is desired by a besiness man in listy for the sale of coal, castings for sewing markines, gas stores and food-

al imports were type dinar notes on the former than the formal peak mr. Bank of Serbia, together with crown notes of the Austro-Hungarian Bank, notes of the Austro-Hungarian Bank. India Wants Machinery.

mobiles.

2048 An importer in Australia desires to purchase and secure an agency for the safe of ribbons, underwar, hosiery, laces and cotton and silk piece goods.

2049 A man in France established in the automobile and garage business swisbes to obtain an agency for an American law priced car, a truck, trailer and metotrycic.

Serbia nave been recalled the new crown metotrycic.

metergets.

2016. A company in Chile desires to import American conserved codiath, sardines, anchovy, tunny, salmon and lobister, and also desires to receive catalogues and quotalions on all kinds of fishing gear and tackle for sea and river fishing. Refrigerating apparatus for 100 means of legal tender. The value in gold of one and the other monetary apparently of between 30,000 and 150,000 kins papacity of between 30,000 and 150,000 kins property of 30 horse-power, 2 of 30 horse-power, 2 of 30 horse-power, 2 of 50 horse-power, 2 of 5

### Spanish Firm Wants Agencies. 1957. A commercial agency firm in Spain

dres to purchase direct from consumer 18 mch cast from gas range, spigot and socket ppe, in 12 foot length.

2060. A fruit company in Honduras desires o purchase tractors for farm work.

2061. A inerchant in France desires to purhase electric appliances.

2002. A firm of merchants in Nova Scotia testing the purchase from manufacturers ribons of the kind suitable for the use of forfats. desires to purmase from manufacturers ribbons of the kind sulfable for the use of
florists.

2063. A glass manufacturing concern in
India desires to purchase glass making maribinery, for me with coal fuel, of a daily
capacity of about 5 ions, for the manufacture
of bottles, sheet glass, chimneys, soda water
bottles, tumblers, etc. An expert glass maker
also is required, whose expenses and salary
the company is prepared to guarantee.

2064. A firm of general merchants in
Mexico desires to purchase for retail trade
saints and varnishes, including color powders,
good paint brushes, whitewash brushes and
tarpeotine and all other paint ingredients.

2065. A merchant in South Africa desires to
purchase general frame making machinery.

2066. A purchasing spent in France desires
to purchase food products and all kinds of
general merchandise.

2067. A cable request has been received
from an agest in Italy for quotations in
Italian currency, per quintals c. I. Genoa
se Trieste, on large quantifies of rosin, varions brands of caustic socia, carbonate of
toofs, fairs and any kind of foodsterfy. occase error, the price lists are secure or a commission basis for the safe sincosts, leather, roys, office sup-hardware and new and rebuilt and severacries, commercial agont in France desires, and obtain an agency for the saie ed cast iron both tubs and porceary apparatus, such as closets and le.

Mexico Wants Apple Trees. A fruit grower in Mexico desires to the purchase and later secure an agency set 200 sursery stock apple trees, of the ious." variety, an early red apple with d end.

boor.

1975. A member of an American firm has recently returned from Europe and desires to get an agency for a firm in Halland for the sale of motor cycles, bleycles, accessories, lives and tubes.

1976. A commercial agency firm in Greece desires the representation of manufacturers of tinned and hottled goods, confectioners, fleets, rice, sugar, leather, knit goods, wood for building and carpentry, machinery, cloth, nardware, beets and shoes, perfunctery, stationery, paper, pasteboard and oll-cioth.

Is in Much Demand.

Is in Much Demand.

Is in Much Demand.

The weekly list of trade chances rathered by the Department of Commerce is given below. Detailed information may be obtained by American mation m

firms through The Sun and New York didnight and numbering machines and other laber-saying devices.

Heraid, provided the interrogator specifically states the number of the item and places each item on a separate sheet. His query will then be forwarded to the Department of Commerce, which in turn will supply him with further data.

As the information is intended by the Department of Commerce to be given only to bona fide American firms, those wishing the data are required to fill out a blank, which may be obtained at Room 724, Custom House, New York city.

Readers are cautioned not to send queries directly to the Department of Commerce to be fill out a blank, which may be obtained at Room 724, Custom House, New York city.

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### queries directly to the Department of SERBIA TO REFORM MONETARY SYSTEM

Special Correspondence to THE SUR AND NEW

160 Sa, pulpa Ref.
460 Senboard O & G.
100 Senboard Pet 1460 Simona Pet 178.
400 Sinciair Cent.
100 South Prod.
100 Septimer Oil IS
100 Huperior Oil IS
100 Texas Co w I In
100 Texas Co w I In
100 Texas Par Coal II2
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1000 Trintity Oil Is
1000 Texas Co w I In
1000 Texas Co w In
1000 YORK HERALD. LONDON, Jan. 19 .- Advices from Belgrade indicate that sweeping changes in the monetary system of that country to clear up its involved system under which many different kinds of paper

tertist, fours, boots are testis, fours, boots are fixed by the & summercial agent in Binnania dominancial agent in Binnania dominancial agent in Binnania dominancial agent in Binnania dominancial statement emanating from the Serbian capital says: "The from the Serbian capital says: "The present monetary situation in the kind-present monetary situation in the kind-pr Seminican Republic drugon of the Sorbs, Croats and Slovenez and of American goods to very involved, firely on account of India desires to obtain the circulation of crown notes issued by the piece goods cotton, the Bank of Austria-Hungary, which goods conton, the Bank of Austria-Hungary, surper, comare not covered by metallic reserves for cover, camel and secondly by the dual monetary systeather cover, term—that is to say, the coexistence of dinar notes on the former National Bank of Serbia, together with crown

"The Government is approaching the ance in the economic system. The 2045. A manufacturing company is indistesires to purchase and secure an exempt for
brasires, anvils, Pabbitt metal, belt fastenre and tighteners, blocks (tacke), blowers,
coller compand and grapatite, boiner room supflest, coment, belt and not unachinery and
sarbinery and tools of all times.

2046. The purchase direct is desired by
man in Algeria of chewing gum and
setton goods. cotton goods.

2047. A builder of automobies in Bellington desires to purchase all materials, notes will then receive for coin of little parts. At., which are used in the construction of chassis and bodies for autogrammine, other coin guaranteed by all mabbles.

4-60	171-h	T man	T	Ches	ï
Sales	Arms Coal sagn.	140%	Last.	DIME.	1
71150	Acme Coal 1% Actna Explos 9%	734	174	200	ı
21509	Aetna Explos 94	46	46	-114	Ł
2000	Air Reduction 47%	14	15	-3	Ł
0000	Armour Leather. 154: Aluminum Mfg. 24:	36	2116	-44	Ł
101	Amale L of 13	92	92.		н
500	Amal Tire Stores 14%	14%		- 4	1
660	Am Candy 18%	4	3	-0%	ı
160	Am Hawaiian SS. 75	71	322		١
14700	Amair L pf 13 Amai Tire Stores 14% Am Candy 16% Am Hawaiian SS 13 Am Marconi 14%	- 4	4%	-116	1
15999	Am Safety Razor, 13% Am Writ Paper, 12% Atlantic Fruit, 55 Atlas Tack, 25% Austra Nichola	-11	11146	514	ı
4200	Am Writ Paper 15th	10	31.		Ł
1199	Atlantic Fruit 35	25	25	1470.00	L
3500	Atlas Tack 15%	23	22	-2%	Ł
2300	Austin Nichols 25 Austin Nich pf 50	15	23	-3	Ł
400	Austin Nien pl 30	34	89.	-119	t
100	Am Wholesale 58	25	25	100	Ţ.
1900	Br Am Chem 2	Alle	17	200	Ł
21119	B A Tob etc.	614	460		1
5400	B A Tole connect take	978	1754	170	ŧ
14500	B A Tob outport the	614	614	17.5	ŧ.
1500	Am Wholesale	.3%	175	- 1	ı
4300	Cleveland Apro 20	57	45	-54	t
500	Clinton Wr Wire, 304	25	25		ŧ
7200	Col Emerald 15	51	1216	-3%	t
115-5	Conley Tin Foil. 3	21	27	100	1
200	Col Emerald 15 Conley Tin Foil 5 Dafoe Eustice 44 Davies Wm A 464 Edward & Jones 18	416	6%	2.0	1
950	Davies Wm A 4612	49%	431/2	-314	ŧ
			28	4	t
100	Emerson Phono 5% Farrell Coal 45	614	614	**	Ł
2100	Farrell Coal 45	20	26	9	1
5169	General Asphalt1151/2	87%	25	-17	ı
29100	General Asphait115% General Motors 22%	28	25%	-34	1
1300	Gen Motors deb 31 General Tractors. 1	- 64	99	146	Ł
2009	General Tractors. 1	.1	. 1		1
7900	Goldwyn Pictures 31	25	24	-3%	ı
1900	Grape Ola 146 Grape Ola pf 12-14 Hanes Knitting 284 Hanes Knitting pf.18016	1.	3%	+ %	1
2600	Grape Ola pf1 12-19	1%	38	4.0	ł
100	Hanes Knitung 2014	26%	264	22	1
190	Havana Tobacco. 218	101%	167%	37.4	Ł
700	HAVADA 1000000 218	- 2		- 14	1
200	Hav Tobacco pf., 11 Heyden Chem 34	116	455	-25	1
1500			2715		1
100	Madagaille steet Jun	99	59	100	1
200	Hydraulic Steel. 37% Hydraulic Stl pf. 29 Ide Collars	24	24	-	ı
100	Imperial Tabacon 1114	10	20	-4	1
14500	Indian Pasting Wil	14	1412	- 925	Ł
1000	Indian Packing 174 Keystone Sole L 184	11	13	- 13	Ŧ
1500	Libbur McNeil	25%	26%	-	ŧ.
7800	Libby McNeil 174 Lincoln Motors A 52	50	50	14	ŧ
2500	Locomobile 25%	22	22	-27	b
300	Lima Locomotive so	75	-75	-19	В
658	Mercer Motors 30%	75	95	-5	ı
1.66791	Mont Ward Co. 38	3114	25%	-4%	L
100	Merck pf	94	34	4401	L
6700	National Leather, 15	1752	19%	$-11_{2}$	г
700	N Y 2011 DOWN 10 66 46	434	40	-7	Ł
3500	Nor Am Paper 6 Nunnally Candy 29	.5%	6	- 14	Į.
4300	Nunnally Candy 29	18%	18%	-34	L
16600	Orpheum Circuit. 33	3014	40	1%	Г
200	Patchogue Ply 41 Perfection Tire 5 Philip Jones 67	40	416	-1	l.
2710	Philip Iones 67	65	127	7.	L
T400	Preseman T 24	1%	910	- 14	L
2100	Padio Com Sk	40.0		_ 2	V.
22190	Radio Com pf 5%	2	3	-156	L
1600	Repetil 5	4%	4%	- 14	ı
\$800	Republic T Rub. 34	1	314	-1%	Е.
7,713	R Vandersoort 514	45	49	1	Г
\$76	Snows Fountains, 13 Spicer Mfg	-12Mg	1256	- 5	Į.
200	Spicer Mfg11314	100	111	-25	b
100	Spicer Mfr pf114 Stand Gas & Elec 20% Stand G & E pf. 61	214	114	+1	11
1300	Stand Gas & Elec 16%	2114	2314	64	Ю
1999	Stand G & E pt. 41	25%	3514	**	1
400	Stanwood Rub 17 Stearns Mot 46	161/2	161/a 29	- 15	Į,
400	Stewart Warner. 29	28	28	4.5	12
15600	Subma Boat 15	12%	12%	- 5	D
6000	Swift Int 51	40	40	-12%	
1800	Sweets Co 6% Tilloteon W E 24 Temptor Corn 28	614	614	- 14	15
100	Tillotson W E 24	24 28	24		15
100	Temptor Corn 28	28	78	915	1
1908	Tob Prod Exp 28	25	25		8
275	Todd Ship181	110	170	-3	1
5510	Temptor Corn. 28 Tob Prod Exp. 23 Todd Ship. 181 Triangle Film. 54 United Eyeglass. 4	- 14	%	**	là
100	United Eyeglass. 4	4	4	-	łŝ
\$60)	ti in administration and the	47	41	74	ĺŝ
929/3	U-S High Sp T1 60%	23	23	-64	li
2799	U. 3 L. & H	2%	2%	- 5	1
15100	U S Steamship 5%	314	2%	- 4	15
4100	United Pier Prod 11	11%	1176		13
14360	United Prof Spar. 254	154	214	- 1	3
19455	United Ret Candy 161	13	1415	144	2
2800	Union Carbide Tru	64	64	-10	3
5696	V Viviadou Inc., 21	15	17%	-3%	12
105	U S Steamain. Fig. U S Transport. Fina United Plet Prod. 2: United Prof Shar. Fig. United Ret Candy 1:14, Union Carbide. Fig. V Viviadou Inc. 2: Warren Bros. 6: Watte Rock. 7: White Rock. 7: Warren Bros. 6: 1	67	67	-3	3
		7	7	**	8
200	Will Bau Candle. 2845 Willys Co 1st pf. 100	27%	27.14	-2	g
400	Willys Co 1st pf100	29	99%	-%	7

INDEPENDENT OILS.

2300 Allen Oil 15, 5100 Alliance 1514 55000 Alliance 1514 55000 Alliance 1514 55000 Alliance 1514 500 Arkanasa Nat Gas 30 6106 Harmsdell Corp. 56 1500 Bell Pete. 115

| 500 McRin Dar | 65 | 12000 McNamara | 14 | 1500 Magma Chief | 12 | 1200 Magma Chief | 12 | 125 Masm Valley | 2% | 125 Masm Valley | 2% | 126 Masm Valley | 2% | 126 Masm Valley | 2% | 126 Mattendo tew | 12% | 126 Mattendo tew | 12% | 126 National Tin | 11% | 1200 National Tin | 11% | 1200 Newada Ophir | 14 | 120 Newada Ophir | 14 | 120 Newada Ophir | 14 | 120 National | 12% | 12% | 1200 North Star | 18 | 1200 North Star | 18 | 1200 Ophir Silver | 17% | 126 Ophir Silver | 17% | 1260 Ophir Silver | 1260 Ophir Si rte Kneb pf... 1% BONDS. BONDS:
113000 Aillied Pack 6a. E:
113000 Am Tel 6a '52. 55'4,
12000 Am Tel 6a '52. 55'4,
12000 Am Tel 6a '51. 56'8
4000 Ansconda Cop 6a 55
120000 Atlantic Fruit 7a 71'4,
12000 Belgrian G 6a '12. 54'4,
12000 Belgrian G 6a '12. 54'4,
12000 Copenhagen 54'4, 81'4,
12000 Copenhagen 54'4, 81'4,
12000 Liggrett & My. 59
12000 Philis Else 5a. 28
12000 Essenian G 55'4a. 32'4,
12000 Swedish Gov 6a. 25'
11000 Swift & Co 5a. 35'4,
12000 Swift & Co 5a. 35'4,
1200 etna Insurance Co.....etna Life Insurance Co..... merican Alliance.... WASHINGTON, Feb. 8. - John Barton Shipping Board, announced to-day tha a reorganization of the departments of the board had brought about a saving of \$739,875 in salaries, 454 employees hav-ing been dropped from the rolls. Other

economies will bring the saving up to more than \$1,000,000, Judge Payne said. The cost of the survey which brought + 1 about the reorganisation was \$10,000.

Privanuag, Feb. 8 .- The recent 10 per cent. wage increase announced by the subject of discussion in local iron and upon the course of the market. steel centres last week, and it is virtually the unanimous opinion that this increase would have come several lasted until the third week in January. officially speaking, although it had not

1918, increasing the rate from 19 to 42 cents. Then, October 1, 1918, the eight hour basic day was established, being equivalent to an advance to men working more than eight hours, as time and a half is allowed for hours over eight, the ten hour men being paid for eleven above the level of two menths ago, the hours, and the twelve hour men for unwillingness of producers to commit

safe and sane basis. It gives the trade an optimistic feeling, and it is believed nut before long the iron and steel incustry will take the lead in getting the ountry back to a prosperous and satisying condition.

Sheet Sales Policies Vary.

One feature of the sheet market at this time is the varying sales policy of different producers. It appears further that the variations are not alone be-tween producers since the same producer ems to have different policies at times. Suyers who have canvassed the trade ave been struck by the lack of definiteness characterizing the attitude of a umber of the sellers.

The buyer experiences particular difficulty when he endeavors to ascertain how far the various mills are sold up and at precisely what prices they would be willing to sell additional tonnages. Therefore some buyers of sheets are acquiring suspicions that many sheet mills are not sold up so fully as they had assumed, and there is no strong disposition to place further contracts. on to place further contracts. As a matter of fact, but little forward The coke market remains quiet, susiness is being done at this time. For scarcely any coke appearing for sale

Forced to Give Higher Pay to
Laborers by Action of Big

Corporation.

S.S.C., but that price does not reptace to any particular market.

Full operation is not possible either by the leading interest or the independents, the chief restriction being shortage of steel, owing to lack of good transportation conditions. The leading interest has a large consignment of sheet bars on the way and some rolled, but not yet shipped, while many of the independents have their steel production restricted by shorttheir steel production restricted by short-age of pig fron, due to lack of coke. How-Special Despetch to The Str. and New York ever, as a rule, shipments of sheets have ever running much heavier since the tirst of the year than the average of the last three months of last year, and the Cent. wage increase announced by the increase in shipments may in time have United States Steel Corporation was the a distinct if not a decisive influence

Fancy Prices for Tinplate.

Some odd lots of tin plate have been months ago had it not been for the steel quantities. The great bulk of the busistrike that began on September 22 and ness is in the form of making regular shipments against contracts covering the

been recognized in the Pittsburg district since the first of December. The advance took effect on the first of this month, and whether the independents liked it or not they also advanced their men or are about to do so.

This makes seven wage advances in the common labor hourly rate during the common labor hourly rat the common labor hourly rate during the war period, most of them approximately 10 per cent, the dates being from Pebruary 1, 1916, to August 1, rate of production of tin plate at this rate of production of tin plate at this time, when normally all plants should be running full. The leading interest, on account of sheet bur shortage, is only averaging a 65 per cent operation, the independents doing slightly better than

fourteen hours. Thus the daily wages themselves against extended deliveries of the twelve hour men have been is being matched more or less by backtripled.

This with the well known policy of the Steel Corporation not to advance iron and steel commodity prices while not meeting with the approval of many of the independent steel producers has, nevertheless, helped to put the industry in the forefront in the efforts to adjust prices are quotable as representing the conditions and bring them down to a market in general for early deliveries. onditions and bring them down to a market in general for early deliveries A new record has been made in sheet bars, a fair sized tonnage changing hands at \$65, and the transaction was made all the stronger by the fact that the buyer was a sheet mill and not a sheet consumer buying for conversion

Pig Iron Market Stiffening.

No quotable advances occurred in the local pig iron market in the last few days, but the market has been stiffening, and definite advances will probably be recorded soon. In foundry iron the furnaces making sales for second half at \$40, Valley, regard the business they are taking as backlog business, hence they may be expected to advance their prices as soon as a certain quantity

INDEPENDENTS ALSO

ourly deliveries there is as much pressure as ever and the market is full of tales of fancy prices that have been paid for various odd lots. An odd lot of galvanized, for instance, has just been sold at tracts. While various adjustments of ligher prices than the Government price of movement that is regarded by those who have made the acceptable as a good delivery on contacts acceptable as a good delivery on contacts. While various adjustments of higher prices than the Government price who have made the acceptable as involved in the regulations as involved in the regulations.

# Safety for Your Securities

RECENT robberies have strikingly demonstrated the danger of keeping securities in the office safe.

The care of securities-whether your own, or those entrusted to you as an official, a trustee, or guardianis a serious responsibility.

By placing securities with us in a Custody Service ACCOUNT, you can free yourself of risk of their loss, as well as the routine care and details of management.

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At the same time you have complete control over the securities-you retain all authority, while the physical care devolves on us.

The fee for this service is very moderate.

Our booklet, "The Care of Securities," gives full details. We shall be pleased to discuss this service with you.

## Guaranty Trust Company of New York

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FIFTH AVENUE OFFICE Fifth Avenue and 43d Street

MADISON AVENUE OFFICE Madison Avenue and 60th Street

Capital and Surplus Resources more than

\$50,000,000 \$800,000,000

## ODESAGO A Micsouge To the American Public

From J. Ogden Armour

President, Armour and Company

For some time we have had a thought with which we have wanted to acquaint the American public, and it concerns the future of Armour and Company.

From a small beginning sixty years ago, serving a few people locally and under the management of the Armour' family, we have expanded to a point where we now serve many millions of people all over the world.

We have come to the view that a wide distribution of ownership of any corporation serving a large number of people is of advantage not only in mantaining the human relation between employer and employe but between those from whom it buys and those to whom it sells.

Realizing that a business of the character of ours is so necessary to the public, we believe they should be accorded the privilege of participating in its ownership. As a beginning, two years ago we offered our debentures, which were exchangeable into preferred stock. As a result, we now have eleven thousand preferred stockholders.

With the thought in mind of further public participation we have decided to segregate our leather properties. The announcement of the offering of preferred and common stock of the Armour Leather Company will be made in this paper to-morrow.

J. OGDEN ARMOUR